

Attribution Und Kelley's Kovarianzmodell - Janine Linke

[DOWNLOAD HERE](#)

Wer kennt das nicht: Die Verkäuferin eines Ladens kommt scheinbar entzückt auf einen Kunden zu, der sich noch nicht recht entscheiden kann, ob das ausgewählte Kleidungsstück wirklich das richtige ist. Komplimente, Versicherungen, Zustimmung, wie ausgezeichnet es aussehe. Was macht der Kunde? Fühlt er sich geschmeichelt und kauft von allen Zweifeln befreit das Kleidungsstück? Oder misstraut er der Verkäuferin? Vorerst kann der Leser diese Fragen nur aus dem Gefühl heraus beurteilen, er kann sich in die Situation versetzen und 'irgendwie' zu einer Meinung kommen. Dass dabei verschiedene Prozesse ablaufen, er die vorliegenden Informationen möglichst sinnvoll nutzt, er darin einem Modell entspricht, welches sein Handeln vielleicht voraussagbar, zumindest aber erklärbar machen kann - das alles interessiert den Leser in diesem Moment noch nicht. Wer sich aber näher mit der Attributionstheorie beschäftigt, wird schnell staunen: Wir alle gehen nach einem Muster vor, das mal mehr, mal weniger dem statistischen Mittelmaß entspricht. Es ist nicht abzustreiten (und doch irgendwie beruhigend), dass wir unsere Entscheidungen nicht willkürlich fällen. Leser, die genau wissen wollen, wie sich der Kunde im Geschäft entschieden hat, werden an dieser Stelle enttäuscht: Selbst für eine Wissenschaft hält dieses Beispiel zu wenig Informationen bereit, als dass eine sichere Prognose erstellt werden kann. Wer sich dagegen für die Hintergründe und für erstaunlich nachvollziehbare Ergebnisse interessiert, sollte an dieser Stelle unbedingt weiterlesen... Author: Linke, Janine Publisher: GRIN Verlag Illustration: N Language: GER Title: Attribution und Kelley's Kovarianzmodell Pages: 00014 (Encrypted PDF) On Sale: 2005-01-01 SKU-13/ISBN: 9783638363129 Category: Social Science : Sociology - General

[DOWNLOAD HERE](#)

Similar manuals:

[BRD Germany Bavaria Upper Bavaria Capitol Of Bavaria Odeons Square Hall Of Generals With Lion And The Theatiner Church Towers Of Theatiner Church](#)

[Munich, DEU, 20. May 2005 - Donnersberger Bridge In Munich, On Right Hand Side Is The General Customs Office Visible.](#)

[White Nights, GUS Russia St. Petersburg 300 Years Old Venice Of The North Gate From General Staff Building To The Big Square With Alexander Columnne Built In 1834 By Architect Auguste Montferrand N](#)

[White Nights, GUS Russia St. Petersburg 300 Years Old Venice Of The North Gate From General Staff Building To The Big Square With Alexander Columnne Built In 1834 By Architect Auguste Montferrand N](#)

[White Nights, GUS Russia St. Petersburg 300 Years Old Venice Of The North Gate From General Staff Building To The Big Square With Alexander Columnne Built In 1834 By Architect Auguste Montferrand N](#)

[White Nights, GUS Russia St. Petersburg 300 Years Old Venice Of The North Victory Coach On The Gate General Staff Building To The Big Square](#)

[White Nights, GUS Russia St. Petersburg 300 Years Old Venice Of The North Victory Coach On The Gate Of The General Staff Building To The Big Square With Alexander Columnne Built In 1834 Near Eremit](#)

[White Nights, GUS Russia St. Petersburg 300 Years Old Venice Of The North Victory Coach On The Gate Of The General Staff Building To The Big Square With Alexander Columnne Built In 1834 Near Eremit](#)

[White Nights, GUS Russia St. Petersburg 300 Years Old Venice Of The North Victory Coach On The Gate Of The General Staff Building To The Big Square With Alexander Columnne Built In 1834 Near Eremit](#)

[White Nights, GUS Russia St. Petersburg 300 Years Old Venice Of The North Victory Coach On The Gate Of The General Staff Building To The Big Square With Alexander Columnne Built In 1834 Near Eremit](#)

[GUS Russia St. Petersburg 300 Years Old Venice Of The North Victory Coach On The Gate Of The General Staff Building To The Big Square](#)

[GUS Russia St. Petersburg 300 Years Old Venice Of The North Victory Coach On The Gate Of The General Staff Building To The Big Square](#)

[White Nights, GUS Russia St. Petersburg 300 Years Old Venice Of The North Gate From General Staff Building To The Big Square With Alexander Columnne Built In 1834 By Architect Auguste Montferrand N](#)

[GUS Russia St. Petersburg 300 Years Old Venice Of The North Gate From General Staff Building To The Big Square With Alexander Columnne Built In 1834 By Architect Auguste Montferrand Near Eremitage](#)

[White Nights, GUS Russia St. Petersburg 300 Years Old Venice Of The North Big Square With Alexander Columnne Built In 1834 By Architect Auguste Montferrand And The Building Of General Staff And The](#)

[White Nights, GUS Russia St Petersburg 300 Years Old Venice Of The North At The Royal Field](#)

[Memorial For Generalism Alexander Suworow](#)

[Privat Jet Behind A Security Fence At General Aviation Area At Munich Airport Bavaria Germany](#)

[Sarcastic Sign For Welcoming People At The Lonesome Military Station QuotGeneral Eugenio Agarrayquot At The Deserted Border Between Paraguay And Bolivia, Gran Chaco Welcome At General Eugenio Agar](#)

[Statue Of General Jose Gervasio Artigas, Plaza Uruguay, Asuncion, Paraguay](#)

[General Sherman Tree Sequoiadendron Giganteum In The Giant Forest, Sequoia NP, California, USA](#)

[Former Official Residence Of Ho Chi Minh, Former Residence Of The French Governor General During The Days Of French Indochine, Hanoi, Vietnam](#)

[General Store At Kyauk Myaung, Myanmar](#)

[General Sherman 275 Ft Or 83.8 M, The Worlds Tallest Giant Sequoia Sequoiadendron Giganteum, Sequoia National Park, California, USA](#)

[General Sherman 275 Ft Or 83.8 M, The Worlds Tallest Giant Sequoia Sequoiadendron Giganteum, Sequoia National Park, California, USA](#)

[General Sherman 275 Ft Or 83.8 M, The Worlds Tallest Giant Sequoia Sequoiadendron Giganteum, Sequoia National Park, California, USA](#)

[Brick Building Of The Former General German Shipbuilders Society, Hamburg, Germany, Europe](#)

[Statue Of Military Commander And General Mark Anthony, Marc Anton, Marcus Antonius By Arthur Strasser, Vienna, Austria, Europe](#)

[Consult Decision Relevant General Emperors Hire.jpg](#)

[Giant Zittau Onion, Historical Illustration From: Theodore Long: Allgemeines Illustriertes Gartenbuch, General Illustrated Garden Book, Vol 2, 1902, P. 150, Fig 151](#)

[Musk Strawberry, Historical Illustration From: Theodore Long: Allgemeines Illustriertes Gartenbuch, General Illustrated Garden Book, Vol 2, 1902, P. 347, Fig 275](#)

[Historic Buildings, General Store, Klondike Gold Rush, Front Street, Dawson City, Yukon Territory, Canada](#)

[CliffsTestPrep CSET: Social Science - , Shana Pate](#)

[Microfoundations Of Financial Economics: An Introduction To General Equilibrium Asset Pricing - Yvan Lengwiler](#)

[The General And His Daughter - Barbara Fauntleroy](#)

[Through Blood & Fire: Selected Civil War Papers Of Major General Joshua Chamberlain - Mark Nesbitt](#)

[Max Weber's Comparative-Historical Sociology Today: Major Themes, Mode Of Causal Analysis, And Applications - Kalberg](#)

[Philosophy Of Social Science - Alexander Rosenberg](#)

[The Quotable Atheist: Ammunition For Nonbelievers, Political Junkies, Gadflies, And Those Generally Hell-Bound - Jack Huberman](#)

[GRE The Official Guide To The Revised General Test With CD-ROM, Second Edition - Educational Testing Service](#)

[Stealing Secrets: How A Few Daring Women Deceived Generals, Impacted Battles, And Altered The Course Of The Civil War - H. Donald Winkler](#)

[E-Study Guide For: Essentials Of Sociology, A Down-to-Earth Approach By James M. Henslin, ISBN 9780205763122 - Cram101 Textbook Reviews](#)

[E-Study Guide For: Sociology In A Changing World By William Kornblum, ISBN 9781111301576 - Cram101 Textbook Reviews](#)

[E-Study Guide For: The Real World: An Introduction To Sociology By Kerry Ferris, ISBN 9780393933529 - Cram101 Textbook Reviews](#)

[E-Study Guide For: Sociology : The Core By Michael Hughes, ISBN 9780073528199 - Cram101 Textbook Reviews](#)

[E-Study Guide For: Sociology By Richard T. Schaefer, ISBN 9780073209470 - Cram101 Textbook Reviews](#)

[Engaging Musical Practices: A Sourcebook For Middle School General Music](#)

[Course In General Linguistics - Ferdinand De Saussure](#)

[Sociology Of Globalization: Cultures, Economies, And Politics](#)

[American Decorations \(1862-1926\) Volume 1 - The Office Of The Adjutant General Of Th](#)

[Napoleon As A General - Volume I - Yorck Von Wartenburg](#)